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Facilitating Open Account – Receivables Finance

AGENDA

FACTORING AND SUPPLY CHAIN FINANCE CONFERENCE

6 October 2023
Raiffeisen Bank International
Am Stadtpark 9, 1030 Vienna, Austria

SPONSORED BY

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08:45 – 09:20

REGISTRATION AND NETWORKING BREAKFAST

09:20 – 09:30

OPENING SPEECHES

Rudolf Putz, *Head of TFP, EBRD*

Daniela Bonzanini, *Chairman of FCI Executive Committee*

09:30 – 09:50

KEYNOTE SPEAKER

Alexander Plekhanov, *Director, Transition Impact & Global Economics, EBRD*

09:50 – 10:10

THE WORLD OF FACTORING, RECEIVABLES & SUPPLY CHAIN FINANCE AND FCI

Overview of the industry worldwide

Peter Mulroy, *Secretary General, FCI*

10:10 – 10:40

PRESENTATIONS: EBRD SUPPORT FOR TRADE AND RECEIVABLES FINANCE THROUGH ITS TRADE FACILITATION PROGRAMME, SME FINANCE AND DEVELOPMENT TEAM AND LEGAL TRANSITION PROGRAMME

Irina Tyan, *Principal Banker, TFP*

Onur Bingöl, *Principal Banker, SME Finance & Development*

Milot Ahma, *Counsel, Legal Transition Programme*

10:40 – 11:00

COFFEE BREAK

11:00 – 11:30

PRESENTATION: DIGITALISATION TRENDS IN RECEIVABLES FINANCE: OPPORTUNITIES AND RISKS

11:30 – 12:00

PRESENTATION: INNOVATING TRADE FINANCE – AN INTRODUCTION TO FACTORING MARKET DYNAMICS AND DIGITAL SERVICES BY RAIFFEISEN FACTOR BANK AG

Andreas Bene, *Chairman, Raiffeisen Factor Bank AG*

12:00 – 12:40

PANEL DISCUSSION: DEVELOPMENT OF FACTORING IN EBRD'S REGIONS

Moderator: Nana Khurodze, Associate Director, EBRD

Alexandros Kontopoulos, *Managing Director, NBG Factors, Greece*

Çağatay Baydar, *Vice Chairman, FCI & Chairman of the Board of Directors, TEB Faktoring A.Ş., Türkiye*

Tamar Gugushvili, *Head of Trade Finance and Documentary Operations Unit, TBC Bank, Georgia*

Anzhela Barseghyan, *Director of Trade Finance and Correspondent Relationship Department, ArmSwissBank, Armenia*

Milan Sekulic, *Head of Trade Finance and Working Capital, Unicredit, Serbia*

12:40 – 14:00

NETWORKING LUNCH

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14:00 – 14:30

PANEL DISCUSSION: COMPARING FACTORING IN DIFFERENT CLIENT SEGMENTS – BEST PRACTICES EXPLORED

Betul Kurtulus, Regional Director for Central, Eastern and South -Eastern Europe and the Middle East, FCI

Imre Pál, *Chief Executive Officer, HRP Europe, Hungary*

Bartosz Wolski, *Treasurer, Katcon, Poland*

Roxana Bala, *Head of Trade Finance Department, Vimetco Management Romania, Romania*

14:30 – 15:00

SUPPLY CHAIN FINANCE - A MODERN FORM OF SUPPLIER FINANCE AND WORKING CAPITAL IMPROVEMENT

Moderator: Dirk Fehring, Senior Director, Working Capital Solutions, Raiffeisen Bank International, Austria

Kaspar Kägu, *CEO, SupplierPlus Group, Estonia*

Thomas Krings, *Managing Director, cflox GmbH, Germany*

15:00 – 15:20

COFFEE BREAK

15:20 – 16:00

PANEL DISCUSSION: PRACTICAL TIPS ON BUILDING A SUPPLY CHAIN FINANCE BUSINESS

Moderator: Irina Tyan, Principal Banker, TFP

Daria Johnen, *Founder, Darta J Limited, UK*

Markus Wohlgeschaffen, *Managing Director and Head of Markets & Sales, Traxpay, Germany*

Monica Fernandez Barbero, *International Factoring Manager, CaixaBank, Spain*

16:00 – 16:30

PANEL DISCUSSION: MAKING FACTORING AND SUPPLY CHAIN FINANCE SUSTAINABLE – THE PATHWAY TO NET ZERO

Moderator: Onur Bingöl, Principal Banker, SME Finance & Development, EBRD

James Chamberlayne, *Director of Sustainable Finance Program, CDP, UK*

Rafael Macho-Quevedo, *EMEA Head Trade Distribution, Citibank, UK*